



PAYTON WEBSTER

Product Manager

• 1-212-312-7001 • ianpetersen@gmail.com • www.linkedin.com/ian.petersen • San Mateo, CA

Summary

Passionate Product Manager with 10 years of working for innovators in technology. Excelled product strategy, market research, scrum, and Tableau. 2 times Employee of the Month. Admirable leadership, decision-making, and communication skills. Seeking to join Amazon and contribute to the growth of this inspiring giant.

PROFESSIONAL EXPERIENCE

Rakuten

Product Manager

San Mateo, CA

2017 - 2022

- Increased retention rate of department employees by 30% and their goal achievement by 70%
- Worked with engineers to develop a validation framework for integrations, reducing integration timelines from 2 months to 3 weeks
- Increased customer engagement by 50% by implementing mobile text
- Performed live presentations/demos at events to 150+ attendees
- Implemented new operational and revenue models to immediately achieve 40% securing \$30k in monthly recurring revenue

Hostinger

Project Coordinator

Tucson, AZ

2014 - 2017

- Consistently ranked in the department's top 3 for completed tasks
- Identified and closed communication gaps to complete project 3 weeks ahead of schedule and maximize productivity for future projects
- Organized workshops and events with a team of 5 coordinators, based on the official guidelines
- Coordinated a team of 20 associates in different departments and offices

IBM

Project Lead

Armonk, NY

2011 - 2013

- Managed project resources; led team of 25 personnel & adhered to safety standards
- Developed training programs such as understanding communication, which led to 25% more qualified prospects
- Consistently exceeded the 15% target lead conversion rate and set new records as a team

TECHNICAL SKILLS

Product Management · QA · Scrum · Product Strategy · Servers · Market Research · SQL · Tableau · Detail-Oriented · Decision-Making

Education

North Carolina Wesleyan College

Bachelor of Science, Computer Science

Rocky Mount, NC

2003 - 2007

The University of Arizona

Executive MBA, Engineering Management

Tucson, AZ

2007 - 2009

Strengths

Communication

Communicated ideas and order as I've managed multiple teams in my work experience.



Leadership

Always found a way to convince others into believing in my idea and lead them toward common goals.



Active Listening

10+ years as a Product Manager proved to me that you earn far more value from just listening to others than trying to speak over them.

Amazon Resume Template Guide

Sawyer Brooks Emerson



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